

Message Text

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PAGE 01 MANAGU 02435 262140Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----130287 270738Z /13

R 262100Z MAY 78
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 6690

UNCLAS MANAGUA 2435

E.O. 11652: N/A
TAGS: BBSR, PINR, NU
SUBJECT: WTDR/FTI INDUSTRIAS ELECTRONICAS S.A.

REF: USDOC 06350

1. NICARAGUA
OFFICE USE : 2. 219 3. 0110100 4. 01
5. INDUSTRIAS ELECTRONICAS S.A.
6. APARTADO POSTAL 4656
7. MANAGUA
8. CONTACT: MR. FRANK KELLY TORRES
9. TITLE: PRESIDENT
OTHER OFFICIAL: MR. JOSE BALLADARES GENERAL MANAGER
10. PHONE: 60356 11. TELEX: NA
12. CABLE: INELSA
13. ESTABLISHED: 1972 14. EMPLOYEES: 14
15. SIZE: MEDIUM 16. REPUTATION: U-UNKNOWN
17. REPORT DATE: 05/78
OFFICE USE: 18. K 19. NA 20. X 21. NA 22. NA
23A. 36620/2 AGENT FOR RADIO COMMUNICATION EQUIP-
MENT AND PARTS.
23.B. 34961/2 AGENT FOR COMMUNICATION WIRE AND CABLES.
24. FOREIGN SALES: LOCAL ONLY
25. FINANCIAL REFERENCES: NA
26. TRADE REFERENCES: SAME AS ITEM 27 ELOW.

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27. FOREIGN FIRMS REPRESENTED: MOTOROLA COMMUNICATIONS
INTERNATIONAL INC., SCHAUMBURG, ILLINOIS,
REPRESENTATION OF COMMUNICATION EQUIPMENT, ACQUIRED
1973; PHELPS DODGE COMMUNICATIONS CO., MARLBORO,
NEW JERSEY, REPRESENTATION OF COMMUNICATION EQUIP-
MENT ACCESSORIES, ACQUIRED 1973.

28. POST EVALUATION: INDUSTRIAS ELECTRONICAS S.A. (INELSA) IS A MEDIUM-SIZE REPRESENTATION COMPANY FOR RADIO COMMUNICATION EQUIPMENT, ACCESSORIES AND RELATED SUPPLIES. THE FIRM ACTS PRIMARILY AS LOCAL SALES AGENT FOR MOTOROLA INC. IT ALSO REPRESENTS OTHER FOREIGN SUPPLIERS OF RELATED PARTS AND ACCESSORIES AND IMPORTS OCCASIONALLY SOME OF THESE ACCESSORIES FOR SALE ON ITS OWN ACCOUNT. IN MID-1976 IT REPORTED WORKING CAPITAL OF US\$28,000 AND A NET WORTH OF US\$66,000. THE PRESIDENT AND PRINCIPAL SHAREHOLDER OF THE CORPORATION IS MR. FRANK KELLY TORRES, A BUSINESSMAN WHO WAS RECENTLY NAMED NICARAGUAN CONSUL GENERAL TO NEW YORK. MR. KELLY, A WEST POINT GRADUATE, ACTED AT ONE TIME AS PERSONAL SECRETARY TO GEN. ANASTASIO SOMOZA DEBAYLE, PRESIDENT OF NICARAGUA AND CHIEF OF THE ARMED FORCES. MR. KELLY HAS ALSO REPORTLY MANAGED SOME OF PRESIDENT SOMOZA'S PRIVATE ENTERPRISES. THE EMBASSY UNDERSTANDS THAT MR. KELLY'S BROTHER MAX KELLY, WILL BE NAMED SHORTLY TO THE PRESIDENTIAL PERSONAL SECRETARY POSITION THAT WAS HELD ONCE BY HIS BROTHER. INDUSTRIAS ELECTRONICAS S.A. HAS NOT ANSWERED OUR REPEATED REQUESTS FOR INFORMATION AND THE EMBASSY HAS NOT BEEN SUCCESSFUL IN ITS EFFORTS TO ESTABLISH PERSONAL CONTACT WITH THE FIRM'S MANAGER TO OBTAIN MORE COMPLETE INFORMATION

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ABOUT THE FIRM'S ACTIVITIES, VOLUME OF BUSINESS OR FINANCIAL REFERENCES. FOR THIS REASON, THE EMBASSY IS IN NO POSITION TO COMMENT AT THIS TIME ON FIRM'S SUITABILITY AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS. A REVISED REPORT WILL BE SUBMITTED IF AND WHEN ADDITIONAL INFORMATION ABOUT THE FIRM'S OPERATIONS IS MADE AVAILABLE BY THE FIRM OR OTHER SOURCES.

29. PREPARED BY:RJMONTES APPROVED BY:JPFRERES
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